

MAIL TO:
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COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

2002 ANNUAL FINANCIAL REPORT

(California Government Code Section 12589)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



| | |
|--|--|
| Name and Address of Commercial Fund-raiser: Integral Resources, Inc. 815 Somerville Avenue Cambridge MA 02140 | Name and Address of Charitable Organization: CT No. <u>100674</u> F.E.I.N. No. <u>58-0914436</u> American Council of the Blind Name of Charity <u>1155 15th Street, N.W.</u> Address of Charity <u>Washington</u> <u>DC</u> <u>20005</u> City, State, and ZIP Code of Charity |
|--|--|

Figures from (check one): National Campaign ☒ California Campaign ☐

Telemarketing held (on) (from) 1/1/2003, 20 to 12/31/2003, 20
(Type of Activity) (Date or dates must be shown)

Is the contract between the commercial fund-raiser and charity based upon a fee or percentage of revenue? (check one)
If other, provide brief explanation guaranteed payment

Fee ☐ Percentage ☐
Other ☒

1. REVENUE

- A. Cash contributions
- B. Entertainment sales or admission charges
- C. Sales from products
- D. Advertisement sales
- E. Membership fees
- F. Other sources: (Specify)

a. _____
b. _____
c. _____
d. _____

553205.- A.

B.

C.

D.

E.

Fa.

Fb.

Fc.

Fd.

G. TOTAL REVENUE

553205.15 G.

2. EXPENSES

- A. Fees or commissions
- B. Salaries
- C. Payroll taxes
- D. Employee benefits
- E. Cost of merchandise for resale
- F. Cost of entertainment
- G. Postage
- H. Advertising
- I. Telephone
- J. Rental of equipment
- K. Facilities charge
- L. Permits
- M. Other expenses: (Specify)

a. _____
b. _____
c. _____
d. _____

A.

B.

C.

D.

E.

F.

G.

H.

I.

J.

K.

L.

Ma.

Mb.

Mc.

Md.

N. TOTAL EXPENSES

423205.15 N.

RECEIVED

FEB 27 2004

Attorney General's
Registry of Charitable Trusts

411409

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES**2002 ANNUAL FINANCIAL REPORT**

(California Government Code Section 12599)

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3. Amount to Charity (subtract line 2N from line 1G)

130,000.- 3.

4. Less additional fund-raising expenses paid by charity (to be completed by charity)

- 4.

5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)

- 5.

6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)

130,000.- 6. ✓

7. (a) Does any officer, director, partner or owner of the Commercial Fund-raiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the Commercial Fund-raiser has contracted to solicit?

☐ Yes ☒ No If "yes," complete the following:

| Name of officer, director, partner or owner of Commercial Fund-raiser | Name and address of charitable organization | Relationship of officer, etc. To charitable organization |
|---|---|--|
| | | |
| | | |
| | | |

(b) For each affiliation identified in 7 (a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Signature of authorized officer (Commercial Fund-raiser)

David McGinness

Printed Name

CFO

Title

1-30-04

Date

This report must be signed by two officers or directors of the charitable organization for verifying the distribution.

Signature of authorized officer/director (Charity)

Melanie Brunson

Printed Name

Acting Executive Director

Title

Date

2/2/04

Signature of authorized officer/director (Charity)

JAMES R. OLSEN

Printed Name

CFO

Title

Date

2/4/04

American Council of the Blind

Itemized Expenses

| | |
|-----------------------------------|---------------------|
| Occupancy | \$9,403.95 |
| Telephone | \$26,868.43 |
| Utilities | \$2,099.09 |
| Postage | \$23,174.02 |
| Printing | \$5,541.61 |
| Furniture & Equipment | \$17,380.51 |
| Office Supplies | \$1,511.35 |
| Management Salaries | \$141,814.92 |
| Solicitor Salaries | \$109,152.99 |
| Recruitment | \$8,732.24 |
| Lists | \$3,442.52 |
| Professional Solicitor Fee | \$74,083.52 |
| | ===== |
| Total Fundraising Expenses | \$423,205.15 |